

## Licensed Homeowners' Writers in Virginia in 2015

Rank	Group Number	License Number	Company Name	Premiums Written	Market share	Cumulative Market share
1	0176	25143	STATE FARM FIRE AND CASUALTY COMPANY	\$412,106,285	19.30%	19.30%
2	0200	25941	UNITED SERVICES AUTOMOBILE ASSOCIATION	\$189,442,978	8.87%	28.17%
3	0200	25968	USAA CASUALTY INSURANCE COMPANY	\$98,254,065	4.60%	32.78%
4	3548	28188	TRAVCO INSURANCE COMPANY	\$90,251,422	4.23%	37.00%
5	0213	26271	ERIE INSURANCE EXCHANGE	\$73,147,899	3.43%	40.43%
6	0140	23779	NATIONWIDE MUTUAL FIRE INSURANCE COMPANY	\$69,748,538	3.27%	43.70%
7	8000	19232	ALLSTATE INSURANCE COMPANY	\$65,763,916	3.08%	46.78%
8	0140	37877	NATIONWIDE PROPERTY AND CASUALTY INSURANCE COMPANY	\$64,001,736	3.00%	49.77%
9	8000	19240	ALLSTATE INDEMNITY COMPANY	\$59,175,754	2.77%	52.55%
10	0213	26263	ERIE INSURANCE COMPANY	\$45,273,205	2.12%	54.67%
11	0111	42404	LIBERTY INSURANCE CORPORATION	\$43,860,016	2.05%	56.72%
12	8000	17230	ALLSTATE PROPERTY AND CASUALTY INSURANCE COMPANY	\$43,388,633	2.03%	58.75%
13	0473	17221	HOMESITE INSURANCE COMPANY	\$43,283,280	2.03%	60.78%
14	0140	23760	NATIONWIDE GENERAL INSURANCE COMPANY	\$39,164,881	1.83%	62.61%
15	3548	19070	STANDARD FIRE INSURANCE COMPANY THE	\$37,233,655	1.74%	64.36%
16	0203	26034	VIRGINIA FARM BUREAU MUTUAL INSURANCE COMPANY	\$36,394,086	1.70%	66.06%
17	0000	10196	NORTHERN NECK INSURANCE COMPANY	\$32,396,412	1.52%	67.58%
18	8000	37907	ALLSTATE VEHICLE AND PROPERTY INSURANCE COMPANY	\$26,784,347	1.25%	68.83%
19	0200	18600	USAA GENERAL INDEMNITY COMPANY	\$26,507,553	1.24%	70.08%
20	0000	10329	LOUDOUN MUTUAL INSURANCE COMPANY	\$26,103,766	1.22%	71.30%
21	0111	39012	SAFECO INSURANCE COMPANY OF ILLINOIS	\$21,726,520	1.02%	72.32%
22	0111	23043	LIBERTY MUTUAL INSURANCE COMPANY	\$21,007,026	0.98%	73.30%

Data as of : June 1, 2016 Page 1 of 7

Rank	Group Number	License Number	Company Name	Premiums Written	Market share	Cumulative Market share
23	0019	10111	AMERICAN BANKERS INSURANCE COMPANY OF FLORIDA	\$20,817,481	0.98%	74.27%
24	1344	10872	AMERICAN STRATEGIC INSURANCE CORP.	\$19,019,679	0.89%	75.17%
25	3548	19038	TRAVELERS CASUALTY AND SURETY COMPANY	\$18,646,178	0.87%	76.04%
26	0069	21687	MID-CENTURY INSURANCE COMPANY	\$18,358,607	0.86%	76.90%
27	0069	21652	FARMERS INSURANCE EXCHANGE	\$18,244,483	0.85%	77.75%
28	0111	23035	LIBERTY MUTUAL FIRE INSURANCE COMPANY	\$18,207,778	0.85%	78.61%
29	3548	36161	TRAVELERS PROPERTY CASUALTY INSURANCE COMPANY	\$17,915,309	0.84%	79.45%
30	0899	10214	ROCKINGHAM INSURANCE COMPANY	\$15,796,433	0.74%	80.18%
31	0111	33588	FIRST LIBERTY INSURANCE CORPORATION, THE	\$15,643,748	0.73%	80.92%
32	0241	26298	METROPOLITAN PROPERTY AND CASUALTY INSURANCE COMPANY	\$15,339,041	0.72%	81.64%
33	0200	21253	GARRISON PROPERTY AND CASUALTY INSURANCE COMPANY	\$14,639,930	0.69%	82.32%
34	0250	13692	DONEGAL MUTUAL INSURANCE COMPANY	\$13,693,117	0.64%	82.96%
35	0069	11185	FOREMOST INSURANCE COMPANY GRAND RAPIDS MICHIGAN	\$13,543,660	0.63%	83.60%
36	3548	19062	AUTOMOBILE INSURANCE COMPANY OF HARTFORD CONNECTICUT THE	\$13,242,271	0.62%	84.22%
37	0626	20303	GREAT NORTHERN INSURANCE COMPANY	\$12,786,214	0.60%	84.82%
38	0005	18791	ALFA ALLIANCE INSURANCE CORPORATION	\$12,714,154	0.60%	85.41%
39	0028	19976	AMICA MUTUAL INSURANCE COMPANY	\$11,355,256	0.53%	85.94%
40	0244	10677	CINCINNATI INSURANCE COMPANY THE	\$10,777,899	0.50%	86.45%
41	0203	26026	VIRGINIA FARM BUREAU FIRE AND CASUALTY INSURANCE COMPANY	\$10,774,295	0.50%	86.95%
42	0071	10759	UNIVERSAL NORTH AMERICA INSURANCE COMPANY	\$10,244,623	0.48%	87.43%
43	0000	33740	MUTUAL ASSURANCE SOCIETY OF VIRGINIA	\$8,797,915	0.41%	87.85%
44	0012	19402	AIG PROPERTY CASUALTY COMPANY	\$8,725,244	0.41%	88.25%
45	0225	23248	OCCIDENTAL FIRE & CASUALTY COMPANY OF NORTH CAROLINA	\$8,574,518	0.40%	88.66%
46	0088	22292	HANOVER INSURANCE COMPANY THE	\$8,070,106	0.38%	89.03%
47	0311	14788	NGM INSURANCE COMPANY	\$8,034,211	0.38%	89.41%

Rank	Group Number	License Number	Company Name	Premiums Written	Market share	Cumulative Market share
48	0626	18279	BANKERS STANDARD INSURANCE COMPANY	\$7,887,913	0.37%	89.78%
49	0000	41459	ARMED FORCES INSURANCE EXCHANGE	\$7,581,216	0.36%	90.13%
50	0004	29068	IDS PROPERTY CASUALTY INSURANCE COMPANY	\$7,497,602	0.35%	90.49%
51	0626	10052	CHUBB NATIONAL INSURANCE COMPANY	\$7,287,964	0.34%	90.83%
52	0000	28851	AUGUSTA MUTUAL INSURANCE COMPANY	\$6,716,361	0.31%	91.14%
53	0796	37257	PRAETORIAN INSURANCE COMPANY	\$6,410,794	0.30%	91.44%
54	3548	25615	CHARTER OAK FIRE INSURANCE COMPANY THE	\$6,213,143	0.29%	91.73%
55	0000	13501	BRETHREN MUTUAL INSURANCE COMPANY, THE	\$6,163,496	0.29%	92.02%
56	0091	34690	PROPERTY AND CASUALTY INSURANCE COMPANY OF HARTFORD	\$6,085,294	0.29%	92.31%
57	0626	20346	PACIFIC INDEMNITY COMPANY	\$5,941,225	0.28%	92.58%
58	4774	26166	WINDSOR-MOUNT JOY MUTUAL INSURANCE COMPANY	\$5,462,717	0.26%	92.84%
59	0091	27120	TRUMBULL INSURANCE COMPANY	\$5,384,624	0.25%	93.09%
60	8000	11251	ENCOMPASS INDEPENDENT INSURANCE COMPANY	\$5,263,398	0.25%	93.34%
61	1278	11681	CSAA AFFINITY INSURANCE COMPANY	\$5,189,961	0.24%	93.58%
62	0280	18988	AUTO-OWNERS INSURANCE COMPANY	\$5,143,741	0.24%	93.82%
63	0036	20230	CENTRAL MUTUAL INSURANCE COMPANY	\$5,098,895	0.24%	94.06%
64	0271	14990	PENNSYLVANIA NATIONAL MUTUAL CASUALTY INSURANCE COMPANY	\$4,795,492	0.22%	94.29%
65	0111	33600	LM INSURANCE CORPORATION	\$4,792,980	0.22%	94.51%
66	0361	23469	AMERICAN MODERN HOME INSURANCE COMPANY	\$4,659,307	0.22%	94.73%
67	0626	20281	FEDERAL INSURANCE COMPANY	\$4,638,193	0.22%	94.95%
68	0280	32700	OWNERS INSURANCE COMPANY	\$4,491,303	0.21%	95.16%
69	4765	25180	STILLWATER INSURANCE COMPANY	\$4,131,165	0.19%	95.35%
70	0140	35696	HARLEYSVILLE PREFERRED INSURANCE COMPANY	\$4,060,054	0.19%	95.54%
71	4787	14044	GOODVILLE MUTUAL CASUALTY COMPANY	\$3,943,354	0.18%	95.73%
72	0215	16063	UNITRIN AUTO AND HOME INSURANCE COMPANY	\$3,867,786	0.18%	95.91%

Page 3 of 7

Rank	Group Number	License Number	Company Name	Premiums Written	Market share	Cumulative Market share
73	0000	13029	GRAYSON-CARROLL-WYTHE MUTUAL INSURANCE COMPANY	\$3,740,564	0.18%	96.08%
74	0091	37478	HARTFORD INSURANCE COMPANY OF THE MIDWEST	\$3,720,586	0.17%	96.26%
75	0660	11908	MERCURY CASUALTY COMPANY	\$3,591,445	0.17%	96.42%
76	0626	20397	VIGILANT INSURANCE COMPANY	\$3,513,454	0.16%	96.59%
77	0796	39217	QBE INSURANCE CORPORATION	\$3,411,198	0.16%	96.75%
78	0242	19259	SELECTIVE INSURANCE COMPANY OF SOUTH CAROLINA	\$3,229,325	0.15%	96.90%
79	0175	25127	STATE AUTO PROPERTY & CASUALTY INSURANCE COMPANY	\$2,948,812	0.14%	97.04%
80	0140	42579	ALLIED PROPERTY AND CASUALTY INSURANCE COMPANY	\$2,857,805	0.13%	97.17%
81	0088	31534	CITIZENS INSURANCE COMPANY OF AMERICA	\$2,741,398	0.13%	97.30%
82	0250	26867	SOUTHERN INSURANCE COMPANY OF VIRGINIA	\$2,729,645	0.13%	97.43%
83	0300	22578	HORACE MANN INSURANCE COMPANY	\$2,565,978	0.12%	97.55%
84	3548	27998	TRAVELERS HOME AND MARINE INSURANCE COMPANY, THE	\$2,497,742	0.12%	97.66%
85	0091	29424	HARTFORD CASUALTY INSURANCE COMPANY	\$2,265,749	0.11%	97.77%
86	0000	13117	SHENANDOAH MUTUAL FIRE INSURANCE COMPANY	\$2,095,071	0.10%	97.87%
87	0201	12475	REPUBLIC-FRANKLIN INSURANCE COMPANY	\$2,062,295	0.10%	97.97%
88	4664	12873	PRIVILEGE UNDERWRITERS RECIPROCAL EXCHANGE	\$2,013,924	0.09%	98.06%
89	0091	29459	TWIN CITY FIRE INSURANCE COMPANY	\$1,998,928	0.09%	98.15%
90	0088	22306	MASSACHUSETTS BAY INSURANCE COMPANY	\$1,992,270	0.09%	98.25%
91	3548	25666	TRAVELERS INDEMNITY COMPANY OF AMERICA THE	\$1,963,312	0.09%	98.34%
92	0267	14060	GRANGE MUTUAL CASUALTY COMPANY	\$1,789,768	0.08%	98.42%
93	0091	11000	SENTINEL INSURANCE COMPANY, LTD.	\$1,735,438	0.08%	98.50%
94	0070	37710	FIRST AMERICAN PROPERTY & CASUALTY INSURANCE COMPANY	\$1,654,898	0.08%	98.58%
95	0242	39926	SELECTIVE INSURANCE COMPANY OF THE SOUTHEAST	\$1,637,506	0.08%	98.66%
96	0761	21881	NATIONAL SURETY CORPORATION	\$1,591,815	0.07%	98.73%
97	0300	22756	HORACE MANN PROPERTY & CASUALTY INSURANCE COMPANY	\$1,521,949	0.07%	98.80%

Rank	Group Number	License Number	Company Name	Premiums Written	Market share	Cumulative Market share
98	0761	21857	AMERICAN INSURANCE COMPANY THE	\$1,397,973	0.07%	98.87%
99	0140	23787	NATIONWIDE MUTUAL INSURANCE COMPANY	\$1,369,461	0.06%	98.93%
100	0361	38652	AMERICAN MODERN SELECT INSURANCE COMPANY	\$1,359,244	0.06%	99.00%
101	8000	10071	ENCOMPASS INSURANCE COMPANY OF AMERICA	\$1,349,689	0.06%	99.06%
102	0033	20117	CALIFORNIA CASUALTY INDEMNITY EXCHANGE	\$1,333,411	0.06%	99.12%
103	1319	14400	LITITZ MUTUAL INSURANCE COMPANY	\$1,291,912	0.06%	99.18%
104	0313	33898	AEGIS SECURITY INSURANCE COMPANY	\$1,197,730	0.06%	99.24%
105	0000	15997	MMG INSURANCE COMPANY	\$1,183,663	0.06%	99.30%
106	0069	11800	FOREMOST PROPERTY AND CASUALTY INSURANCE COMPANY	\$1,141,543	0.05%	99.35%
107	0057	21261	ELECTRIC INSURANCE COMPANY	\$1,082,390	0.05%	99.40%
108	0361	23450	AMERICAN FAMILY HOME INSURANCE COMPANY	\$1,074,179	0.05%	99.45%
109	0091	30104	HARTFORD UNDERWRITERS INSURANCE COMPANY	\$1,072,928	0.05%	99.50%
110	8000	15130	ENCOMPASS INDEMNITY COMPANY	\$1,006,079	0.05%	99.55%
111	0000	11878	MUTUALAID EXCHANGE	\$947,840	0.04%	99.59%
112	0241	40169	METROPOLITAN CASUALTY INSURANCE COMPANY	\$895,072	0.04%	99.63%
113	0408	28401	AMERICAN NATIONAL PROPERTY AND CASUALTY COMPANY	\$834,815	0.04%	99.67%
114	0761	21873	FIREMAN'S FUND INSURANCE COMPANY	\$716,098	0.03%	99.71%
115	0000	13113	FARMERS MUTUAL FIRE INSURANCE COMPANY OF WASHINGTON COUNTY, VA.	\$698,960	0.03%	99.74%
116	0241	40649	ECONOMY PREMIER ASSURANCE COMPANY	\$658,206	0.03%	99.77%
117	1318	15598	INTERINSURANCE EXCHANGE OF THE AUTOMOBILE CLUB	\$583,336	0.03%	99.80%
118	0140	19100	AMCO INSURANCE COMPANY	\$506,901	0.02%	99.82%
119	0008	30210	ESURANCE PROPERTY AND CASUALTY INSURANCE COMPANY	\$351,214	0.02%	99.84%
120	0626	22667	ACE AMERICAN INSURANCE COMPANY	\$334,730	0.02%	99.85%
121	0019	42978	AMERICAN SECURITY INSURANCE COMPANY	\$305,014	0.01%	99.87%
122	0785	28932	MARKEL AMERICAN INSURANCE COMPANY	\$289,441	0.01%	99.88%

Rank	Group Number	License Number	Company Name	Premiums Written	Market share	Cumulative Market share
123	0203	10022	COUNTRYWAY INSURANCE COMPANY	\$286,497	0.01%	99.89%
124	8000	10072	ENCOMPASS PROPERTY AND CASUALTY COMPANY	\$278,591	0.01%	99.91%
125	1278	37770	CSAA GENERAL INSURANCE COMPANY	\$241,417	0.01%	99.92%
126	0091	19682	HARTFORD FIRE INSURANCE COMPANY	\$205,420	0.01%	99.93%
127	0111	26700	INSURANCE COMPANY OF ILLINOIS	\$203,114	0.01%	99.94%
128	0091	22357	HARTFORD ACCIDENT AND INDEMNITY COMPANY	\$170,346	0.01%	99.95%
129	0215	10915	UNITRIN DIRECT PROPERTY & CASUALTY COMPANY	\$160,605	0.01%	99.95%
130	0201	25976	UTICA MUTUAL INSURANCE COMPANY	\$114,438	0.01%	99.96%
131	0447	14141	HARFORD MUTUAL INSURANCE COMPANY THE	\$95,299	0.00%	99.96%
132	0796	22861	SOUTHERN PILOT INSURANCE COMPANY	\$89,422	0.00%	99.97%
133	2538	29742	INTEGON NATIONAL INSURANCE COMPANY	\$88,767	0.00%	99.97%
134	0201	25984	GRAPHIC ARTS MUTUAL INSURANCE COMPANY	\$87,795	0.00%	99.98%
135	0775	13714	PHARMACISTS MUTUAL INSURANCE COMPANY	\$79,828	0.00%	99.98%
136	0111	24732	GENERAL INSURANCE COMPANY OF AMERICA	\$65,403	0.00%	99.98%
137	0000	12536	HOMEOWNERS OF AMERICA INSURANCE COMPANY	\$64,432	0.00%	99.98%
138	0215	31968	MERASTAR INSURANCE COMPANY	\$53,940	0.00%	99.99%
139	0111	37214	AMERICAN STATES PREFERRED INSURANCE COMPANY	\$47,780	0.00%	99.99%
140	0111	19704	AMERICAN STATES INSURANCE COMPANY	\$47,738	0.00%	99.99%
141	0408	39942	AMERICAN NATIONAL GENERAL INSURANCE COMPANY	\$42,205	0.00%	99.99%
142	0796	24414	GENERAL CASUALTY COMPANY OF WISCONSIN	\$25,863	0.00%	100.00%
143	0000	13103	DAN RIVER FARMERS MUTUAL FIRE INSURANCE COMPANY THE	\$19,267	0.00%	100.00%
144	0065	10014	AFFILIATED FM INSURANCE COMPANY	\$15,491	0.00%	100.00%
145	0155	42412	PROGRESSIVE GULF INSURANCE COMPANY	\$13,779	0.00%	100.00%
146	0761	21865	ASSOCIATED INDEMNITY CORPORATION	\$10,370	0.00%	100.00%
147	0019	42986	STANDARD GUARANTY INSURANCE COMPANY	\$7,785	0.00%	100.00%

148 0000 26905 CENTURY-NATIONAL INSURANCE COMPANY \$7,451 0.00%   149 0796 22888 SOUTHERN FIRE & CASUALTY COMPANY \$7,420 0.00%   150 0111 24740 SAFECO INSURANCE COMPANY OF AMERICA \$7,093 0.00%   151 0212 39306 FIDELITY AND DEPOSIT COMPANY OF MARYLAND \$4,908 0.00%   152 0123 31550 HAULERS INSURANCE COMPANY, INC. \$4,378 0.00%   153 0228 24112 WESTFIELD INSURANCE COMPANY \$1,350 0.00%   154 0111 24724 FIRST NATIONAL INSURANCE COMPANY OF AMERICA \$1,106 0.00%   155 4339 36315 FARMERS AND MECHANICS MUTUAL INSURANCE COMPANY OF WEST VIRGINIA \$882 0.00%   156 0140 23582 HARLEYSVILLE INSURANCE COMPANY \$795 0.00%   157 0140 28223 NATIONWIDE AGRIBUSINESS INSURANCE COMPANY \$754 0.00%	
150 0111 24740 SAFECO INSURANCE COMPANY OF AMERICA \$7,093 0.00%   151 0212 39306 FIDELITY AND DEPOSIT COMPANY OF MARYLAND \$4,908 0.00%   152 0123 31550 HAULERS INSURANCE COMPANY, INC. \$4,378 0.00%   153 0228 24112 WESTFIELD INSURANCE COMPANY \$1,350 0.00%   154 0111 24724 FIRST NATIONAL INSURANCE COMPANY OF AMERICA \$1,106 0.00%   155 4339 36315 FARMERS AND MECHANICS MUTUAL INSURANCE COMPANY OF WEST VIRGINIA \$882 0.00%   156 0140 23582 HARLEYSVILLE INSURANCE COMPANY \$795 0.00%	100.00%
151 0212 39306 FIDELITY AND DEPOSIT COMPANY OF MARYLAND \$4,908 0.00%   152 0123 31550 HAULERS INSURANCE COMPANY, INC. \$4,378 0.00%   153 0228 24112 WESTFIELD INSURANCE COMPANY \$1,350 0.00%   154 0111 24724 FIRST NATIONAL INSURANCE COMPANY OF AMERICA \$1,106 0.00%   155 4339 36315 FARMERS AND MECHANICS MUTUAL INSURANCE COMPANY OF WEST VIRGINIA \$882 0.00%   156 0140 23582 HARLEYSVILLE INSURANCE COMPANY \$795 0.00%	100.00%
152 0123 31550 HAULERS INSURANCE COMPANY, INC. \$4,378 0.00%   153 0228 24112 WESTFIELD INSURANCE COMPANY \$1,350 0.00%   154 0111 24724 FIRST NATIONAL INSURANCE COMPANY OF AMERICA \$1,106 0.00%   155 4339 36315 FARMERS AND MECHANICS MUTUAL INSURANCE COMPANY OF WEST VIRGINIA \$882 0.00%   156 0140 23582 HARLEYSVILLE INSURANCE COMPANY \$795 0.00%	100.00%
153 0228 24112 WESTFIELD INSURANCE COMPANY \$1,350 0.00%   154 0111 24724 FIRST NATIONAL INSURANCE COMPANY OF AMERICA \$1,106 0.00%   155 4339 36315 FARMERS AND MECHANICS MUTUAL INSURANCE COMPANY OF WEST VIRGINIA \$882 0.00%   156 0140 23582 HARLEYSVILLE INSURANCE COMPANY \$795 0.00%	100.00%
154 0111 24724 FIRST NATIONAL INSURANCE COMPANY OF AMERICA \$1,106 0.00%   155 4339 36315 FARMERS AND MECHANICS MUTUAL INSURANCE COMPANY OF WEST VIRGINIA \$882 0.00%   156 0140 23582 HARLEYSVILLE INSURANCE COMPANY \$795 0.00%	100.00%
155 4339 36315 FARMERS AND MECHANICS MUTUAL INSURANCE COMPANY OF WEST VIRGINIA \$882 0.00%   156 0140 23582 HARLEYSVILLE INSURANCE COMPANY \$795 0.00%	100.00%
156 0140 23582 HARLEYSVILLE INSURANCE COMPANY \$795 0.00%	100.00%
	100.00%
157 0140 28223 NATIONWIDE AGRIBUSINESS INSURANCE COMPANY \$754 0.00%	100.00%
	100.00%
158 0783 13056 RLI INSURANCE COMPANY \$489 0.00%	100.00%
159 0140 42587 DEPOSITORS INSURANCE COMPANY \$142 0.00%	100.00%
160 0140 11991 NATIONAL CASUALTY COMPANY \$128 0.00%	100.00%
161 0140 26182 HARLEYSVILLE WORCESTER INSURANCE COMPANY \$116 0.00%	100.00%
162 0000 14281 INLAND MUTUAL INSURANCE COMPANY \$76 0.00%	100.00%
163 0140 13838 FARMLAND MUTUAL INSURANCE COMPANY \$55 0.00%	100.00%
164 0140 15580 SCOTTSDALE INDEMNITY COMPANY \$10 0.00%	100.00%

Source:

Total: \$2,135,091,550

NAIC -OLTPPROD SFS - Virginia